

FIG. 2

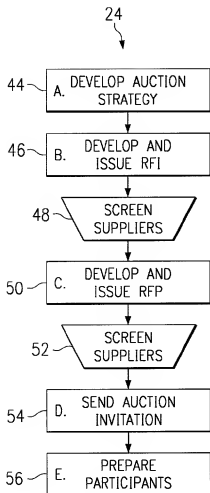


FIG. 3

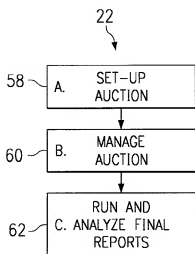


FIG. 4

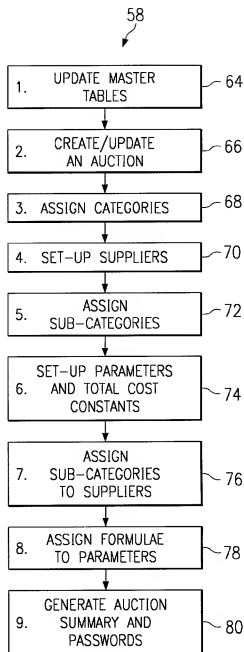
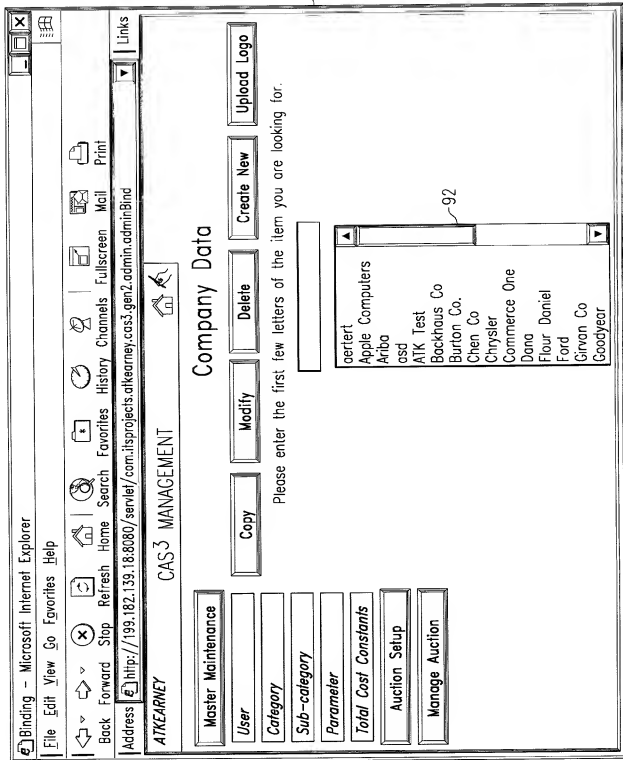


FIG. 5



90

92

FIG. 6

001121 20020600

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 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.183080/serviet/com.itsprojects.atkearney.cos3.gen2.admin.adminBind Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance	Company Name*	Login Name*	
User	Contact Name*	Email*	
Category	Is Admin		
Sub-category	Admin Password	Confirm Password	
Parameter	Street Address 1*	City*	
Total Cost Constants	Street Address 2	State	
Auction Setup	Zip*	Country*	
Manage Auction	Phone*	Fax*	
	Contact Cell Number	Duns Number	
	Time Zone	Language*	
	User Defined 1	User Defined 2	
	User Defined 3		
	Minority Owned	Women Owned	

GMT No

Create New

*indicates mandatory fields

94

FIG. 7

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ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

User

Category

Sub-category

Parameter

Total Cost Constants

Auction Setup

Manage Auction

Category Master

Name*

Description

Create New

*indicates mandatory fields

96

FIG. 8

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Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servelet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

User

Category

Sub-category

Parameter

Total Cost Constants

Auction Setup

Manage Auction

Subcategory Master

Name*

Description

Select Categories

160/40 RV
 200/20
 --Purchasing Content
 --Purchasing License Fees
 --Purchasing SI

Select Categories

>> <<

Create New

*indicates mandatory fields

98

FIG. 9

Binding - Microsoft Internet Explorer
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Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/service/com.it.projects.akearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

User

Category

Sub-category

Parameter

Total Cost Constants

Auction Setup

Manage Auction

Parameter Master

Name*

Unit

Create New

*indicates mandatory fields

100

FIG. 10

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/serlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Constants Master (for Total Cost)

Master Maintenance
User
Category
Sub-category
Parameter
Total Cost Constants
Auction Setup
Manage Auction

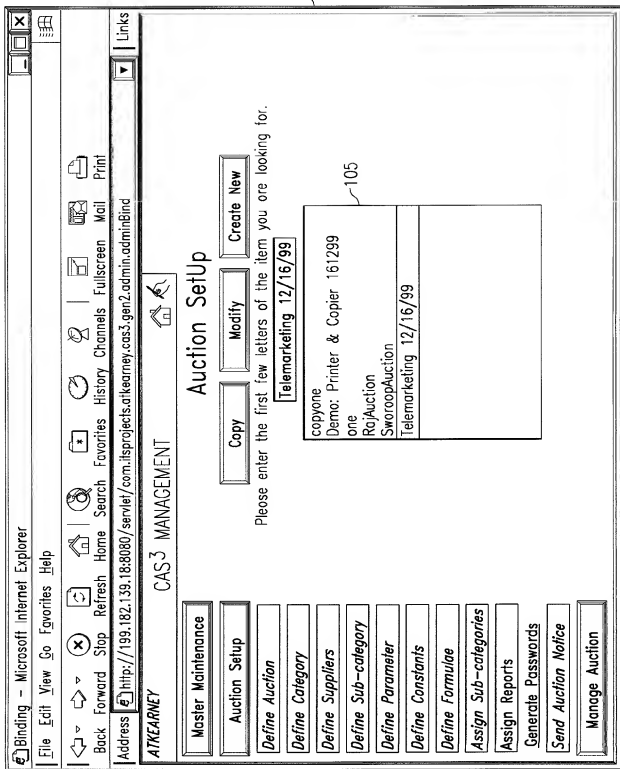
Name*
Unit

Select Parameters
- Purch Lic Annual
Interest Rate
Price
SI fixed bid
Test Parameter

Selected Parameters
>>
<<

Create New

*indicates mandatory fields



104

FIG. 12A

105

Binding - Microsoft Internet Explorer
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Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/serlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance	Auction Name	
Auction Setup	Auction Description	
Define Auction	Buyer	certert or Create new buyer
Define Category	RFP#	Toll Free Number
Define Suppliers	Auctioneer email	Re-enter Auctioneer email
Define Sub-category	Currency	Auction URL
Define Parameter	Time Zone	(GMT) Greenwich Mean Time
Define Constants	Start Date/Time	12/16/1999 09:00
Define Formulae	End Date/Time	12/16/1999 17:00
Assign Sub-categories	Auction Strategy configuration:	
Assign Reports	Definition of new bid (in minutes)	10
Generate Passwords	Duration of Extension (in minutes)	5
Send Auction Notice	Maximum number of extensions	12
Manage Auction	Maximum % difference from previous bid	25.0
	Minimum % difference from previous bid	1.0
	Supplier idle time (for messages) in minutes	30

106

FIG. 12B

106

FIG. 12C

Binding - Microsoft Internet Explorer
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Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://193.182.139.18:8080/servelet/com.itprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance Auctioneer email Re-enter Auctioneer email
 Auction Setup Currency Auction URL [http://](#)

Auction Strategy configuration:

Define Auction	Time Zone	(GMT) Greenwich Mean Time
Define Category	Start Date/Time	12/16/1999 09:00
Define Suppliers	End Date/Time	12/16/1999 17:00
Define Sub-category	Definition of new bid (in minutes)	10
Define Parameter	Duration of Extension (in minutes)	5
Define Constants	Maximum number of extensions	12
Define Formulae	Maximum % difference from previous bid	25.0
Assign Sub-categories	Minimum % difference from previous bid	1.0
Assign Reports	Supplier idle time (for messages) in minutes	30
Generate Passwords	Price % difference from best to trigger message	1.0
Send Auction Notice	Percent better than best bid to suggest	1.0

Manage Auction [Create New](#) [Next](#)

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Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/serie1/com.it/projects.atkearney.cas3.gen2.admin.admin3ind> Links

ATKEARNEY CAS3 MANAGEMENT

Define Category

Master Maintenance | Auction Setup | Define Auction | Define Category | Define Suppliers | Define Sub-category | Define Parameter | Define Constants | Define Formulae | Assign Sub-categories | Assign Reports | Generate Passwords | Send Auction Notice | Manage Auction

Auction Name: **Telemarketing** 12/16/99

Create new categories

List of Categories

160/40 RV
200/20
Copiers
I-Purchasing Content
I-Purchasing License Fees
I-Purchasing SI

Add>> <<Remove

Selected Categories

Telemarketing

Save

Previous < Next >

108

FIG. 13

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Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/server/com:itsprojects.atkearney.cas3.gen2.admin.adminBinc> Links

ATKEARNEY CAS3 MANAGEMENT

Define Supplier

Master Maintenance Auction Setup Previous Next

Auction Name: **Telemarketing 12/16/99**

Create new Suppliers

List of Suppliers

aertert
Apple Computers
Arriba
asd
ATK Test
Backhaus Co

Add>> <<Remove

Selected Suppliers

Girvan Co
King Co

Save

Previous Next

Assign Sub-categories Assign Reports Generate Passwords Send Auction Notice Manage Auction

110

FIG. 14

112

FIG. 15

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Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servelet/com.it.projects.atkearney.cas3.gen2.admin.adminBind Links

ATKEARNEY CAS3 MANAGEMENT

Define Sub-Category

Master Maintenance Auction Setup Previous Next

Auction Name: Telemarketing 12/16/99

Category: Telemarketing

Create new Sub-category

Select	Sub-Categories	Quantity
<input checked="" type="checkbox"/>	Inbound sales	150000
<input checked="" type="checkbox"/>	Outbound sales	200000

Save

Assign Sub-categories Assign Reports Generate Passwords Send Auction Notice Manage Auction Previous Next

Binding - Microsoft Internet Explorer
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Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servelet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Define Parameter

Auction Name: **Telemarketing 12/16/99** Previous Next

Category: **Telemarketing** Sub Category: **Outbound sales**

Select the parameters to be used for the auction or Add new parameters

Select	Parameter	Unit Label	Baseline	Increasing Bids?
<input type="checkbox"/>	Price	\$/hr	23.5	<input type="checkbox"/>
<input type="checkbox"/>	—Purch Lic Annual			<input type="checkbox"/>
<input type="checkbox"/>	Interest Rate			<input type="checkbox"/>
<input type="checkbox"/>	SI fixed bid			<input type="checkbox"/>
<input type="checkbox"/>	Test Parameter			<input type="checkbox"/>
<input type="checkbox"/>	Toner Cost			<input type="checkbox"/>
<input type="checkbox"/>	Toner Cost Per Page			<input type="checkbox"/>
<input type="checkbox"/>	Toner cost/pg			<input type="checkbox"/>
<input checked="" type="checkbox"/>	Training	\$/hr	14.5	<input type="checkbox"/>
<input type="checkbox"/>	Transportation Cost			<input type="checkbox"/>

Master Maintenance
 Auction Setup
 Define Auction
 Define Category
 Define Suppliers
 Define Sub-category
 Define Parameter
 Define Constants
 Define Formulae
 Assign Sub-categories
 Assign Reports
 Generate Passwords
 Send Auction Notice
 Manage Auction

114

FIG. 16A

114

FIG. 16B

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 File Edit View Go Favorites Help
 Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
 Address <http://199.182.139.18:8080/seriel/com:itsprojects.atkearney.cas3.gen2.admin.admin8ind> Links

ATKEARNEY CAS3 MANAGEMENT

<input type="checkbox"/> Master Maintenance	<input type="checkbox"/> Treadlife				
<input type="checkbox"/> Auction Setup	<input type="checkbox"/> Interest Rate				
<input type="checkbox"/> Define Auction	<input type="checkbox"/> Mant. Cost Per Page				
<input type="checkbox"/> Define Category	<input type="checkbox"/> Operating Cost Per Page				
<input type="checkbox"/> Define Suppliers	<input type="checkbox"/> SI fixed bid				
<input type="checkbox"/> Define Sub-category	<input type="checkbox"/> Sorter				
<input type="checkbox"/> Define Parameter	<input type="checkbox"/> Test Parameter				
<input type="checkbox"/> Define Constants	<input type="checkbox"/> Toner Cost				
<input type="checkbox"/> Define Formulae	<input type="checkbox"/> Toner Cost Per Page				
<input type="checkbox"/> Assign Sub-categories	<input type="checkbox"/> Toner cost/pg				
<input type="checkbox"/> Assign Reports	<input checked="" type="checkbox"/> Training	\$/Hr	14.5		
<input type="checkbox"/> Generate Passwords	<input type="checkbox"/> Transportation Cost				
<input type="checkbox"/> Send Auction Notice	<input type="checkbox"/> Treadlife				
<input type="checkbox"/> Manage Auction	<input checked="" type="checkbox"/> Vol. Disc. @ \$10M	%	.0		<input checked="" type="checkbox"/>
	<input checked="" type="checkbox"/> Vol. Disc. @ \$5M	%	.0		<input checked="" type="checkbox"/>
	<input type="checkbox"/> Warranty Cost				<input type="checkbox"/>

Save Previous Next

Binding - Microsoft Internet Explorer
 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.1:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS³ MANAGEMENT

Define Constants

Master Maintenance Auction Setup Auction Name: Telemarketing 12/16/99
 Define Auction Category: Telemarketing
 Define Category Sub Category: Outbound sales
 Define Suppliers Parameters: Training
 Define Sub-category
 Define Parameter
 Define Constants
 Define Formulae
 Assign Sub-categories
 Assign Reports
 Generate Passwords
 Send Auction Notice
 Manage Auction

Select the constants to be used in the formulas of the parameters or Add new constants

Select	Constants for Total Cost	Value
<input type="checkbox"/>	Total hours-inbound	
<input checked="" type="checkbox"/>	Total hours-outbound	200000.0
<input checked="" type="checkbox"/>	Training hours-outbound	5000.0
<input type="checkbox"/>	Training hours-inbound	

Save

Previous Next

116

FIG. 17

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Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

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Links

ATKEARNEY CAS3 MANAGEMENT

Assign Sub-categories

Auction Name: **Telemarketing 12/16/99** Next ▶

Category: **Telemarketing** Supplier: **King Co** Previous ◀

Select	Sub-categories	Incumbent	Parameters	RFP Bid
<input checked="" type="checkbox"/>	Inbound sales	<input type="checkbox"/>	Price	22.5
			Training	15.0
			Vol. Disc. @ \$5M	.05
			Vol. Disc. @ \$10M	.1
			Switching Cost	5000.0
<input checked="" type="checkbox"/>	Outbound sales	<input type="checkbox"/>	Price	22.5
			Training	15.0
			Vol. Disc. @ \$5M	.05
			Vol. Disc. @ \$10M	.1
			Switching Cost	5000.0

Save Previous ◀ Next ▶

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

118

FIG. 18

Binding - Microsoft Internet Explorer
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Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/serveit/com.it/projects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance Define Formulae

Auction Setup Auction Name: Previous Next

Define Auction Category:

Define Category Sub Category:

Define Suppliers Parameters:

Define Sub-category Parameters Operators

Define Parameter Verify formula here:

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Save Clear Copy Formula Paste Formula Backspace

Parameter	Formula
Price	
Training	Training*Training hours-outbound/Total hours-outbound
Vol. Disc. @ \$10M	(-Vol. Disc. @ \$10M*Price)

120

FIG. 19A

120

FIG. 19B

Binding - Microsoft Internet Explorer
 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/~servic/com/itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Define Formulae

Previous Next

Auction Name: Telemarketing 3-12/16/99

Category: Telemarketing

Sub Category: Outbound Sales

Parameters: Price

Parameters Operators Constants For Total Cost

None Selected None Selected

Verify formula here:

Save Clear Copy Formula Paste Formula Backspace

Parameter	Formula
Price	
Training	Training*Training hours-outbound/Total hours-outbound
Vol. Disc. @ \$10M	(-Vol.Disc. @ \$10M*Price)
Vol. Disc. @ \$5M	(-Vol.Disc. @ \$5M*Price)

Previous Next

Master Maintenance Auction Setup Define Auction Define Category Define Suppliers Define Sub-category Define Parameter Define Constants Define Formulae Assign Sub-categories Assign Reports Generate Passwords Send Auction Notice Manage Auction

120

FIG. 20A

Microsoft Internet Explorer
 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/seriel/com:itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Define Formulae

Master Maintenance Auction Name: Copiers & Printers-test
 Auction Setup Category: Printers
 Define Auction Sub Category: Laser Printers
 Define Category Parameters: Toner Cost Per Page
 Define Suppliers Parameters: Operators Constants For Total Cost
 Define Sub-category Parameters: None Selected
 Define Parameter Parameters: None Selected
 Define Constants Parameters: None Selected
 Define Formulae Parameters: Toner Cost Per Page * Number of Pgs/Yr/Printer
 Assign Sub-categories Parameters: Toner Cost Per Page * Number of Pgs/Yr/Printer

Verify formula here: Toner Cost Per Page * Number of Pgs/Yr/Printer

Save Clear Copy Formula Paste Formula Backspace

Parameter	Formula
Transportation Cost	
Warranty Cost	
Price	
Toner Cost Per Page	Toner Cost Per Page * Number of Pgs/Yr/Printer

Manage Auction

Binding - Microsoft Internet Explorer
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Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.118:8080/serveit/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Define Formulae

Previous Next

Master Maintenance	Auction Name: Tires 12/16/99	Previous Next
Auction Setup	Category: Tires 1	
Define Auction	Sub Category: Tire X	
Define Category	Parameters: Treadlife	
Define Suppliers	Parameters: None Selected	
Define Sub-category	Operators: None Selected	
Define Parameter	Constants For Total Cost: Total Miles / Treadlife * Price	
Define Constants	Verify formula here:	
Define Formulae	Save Clear Copy Formula Paste Formula Backspace	Previous Next
Assign Sub-categories		
Assign Reports		
Generate Passwords		
Send Auction Notice		
Manage Auction		

Parameter	Formula
Price	
Treadlife	Total Miles / Treadlife * Price

120

FIG. 20B

Binding - Microsoft Internet Explorer
 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/~servet/com:itsprojects.atkearney/cas3/gen2.admin.admin-Bind> Links

ATKEARNEY CAS³ MANAGEMENT

Define Formulae

Master Maintenance Auction Setup Define Auction Define Category Define Suppliers Define Sub-category Define Parameter Define Constants Define Formulae Assign Sub-categories Assign Reports Generate Passwords Send Auction Notice Manage Auction

Auction Name: Telemarketing 12/16/99
 Category: Telemarketing
 Sub Category: Inbound sales
 Parameters: Vol. Disc. @ \$5M

Parameters Operators Constants For Total Cost
 None Selected [v] None Selected [v]
 Verify formula here: (-Vol. Disc. @ \$5M * Price)

Save Clear Copy Formula Paste Formula Backspace Previous Next

Parameter	Formula
Price	
Training	Training*Training hours-inbound/Total hours-inbound
Vol. Disc. @ \$10M	(-Vol. Disc. @ \$10M*Price)
Vol. Disc. @ \$5M	(-Vol. Disc. @ \$5M*Price)

120

FIG. 20C

Binding - Microsoft Internet Explorer
 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/seriet/com.it.projects.atkearney.cas3.gen2.admin.adminbind> Links

ATKEARNEY CAS3 MANAGEMENT

Assign Reports

Auction Name: Copiers & Printers-test
 REPORTS: Previous Next

Module	Buyer		Supplier	
	Normal	View Only	Normal	View Only
Bids And Quotities Crosslab	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bids Percentage Change Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Best Bids Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid History Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rank Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid Counts Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid Activity Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bids Over Time Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall Movement Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

GRAPHS:

Module	Buyer		Supplier	
	Normal	View Only	Normal	View Only
Best Savings Pie Chart	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Baseline High Low	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Savings by Supplier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Percentage Savings for Subcategory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Master Maintenance
 Auction Setup
 Define Auction
 Define Category
 Define Suppliers
 Define Sub-category
 Define Parameter
 Define Constants
 Define Formulae
 Assign Sub-categories
 Assign Reports
 Generate Passwords
 Send Auction Notice
 Manage Auction

120

FIG. 21A

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

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ATKEARNEY CAS3 MANAGEMENT

Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction

Graphs:

Module	Buyer		Supplier	
	Normal	View Only	Normal	View Only
Best Savings Pie Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Baseline High Low	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Savings by Supplier	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Percentage Savings for Subcategory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Best Bid Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid History Plot	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rank Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Current Bid Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
High Low Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Save Previous Next

120

FIG. 21B

122

FIG. 22A

Binding - Microsoft Internet Explorer
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Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/serlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Send Auction Notice

Auction Name: Copiers & Printers-test
 Auction Name: Copiers & Printers-test
 Description: Copy of Demo 12/16/99, with different total cost-ci
 RFP No: 12345
 Start Time: 12-16-1999 11:00 PM GMT
 End Time: 12-18-1999 11:00 PM GMT
 You will log on to Auction at <http://199.182.139.18:8080/serlet/com.itsprojects.atkearney.cas3.gen2.login>

Previous

Category		Copiers	
Sub Category	Price(Down) [\$ per unit]	Sorter(Down) [500 unit]	Operating Cost Per Page(Down) 0.05[\$ per page]
Supplier	9,500.00	150.00	0.05
Canon(Incumbent)	9,300.00	150.00	0.045
Ricoh	9,400.00	200.00	0.05

Color	
Sub Category	Operating Cost Per Page(Down) 0.18[\$ per page]
Supplier	0.07
Canon(Incumbent)	0.015
Ricoh	0.07

Master Maintenance
 Auction Setup
 Define Auction
 Define Category
 Define Suppliers
 Define Sub-category
 Define Parameter
 Define Constants
 Define Formulae
 Assign Sub-categories
 Assign Reports
 Generate Passwords
 Send Auction Notice
 Manage Auction

122

FIG. 22B

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 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/serfiet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Auction Names: **Telemarketing 3-12/16/99**

Auction Name: **Telemarketing 3-12/16/99**
 Description: **Telemarketing services**
 Auction For mark.com

RFP No: **1**
 Start Time: **12-17-1999 01:20 AM GMT**
 End Time: **12-17-1999 04:00 AM GMT**
 You will log on to Auction at <http://199.182.139.18:8080/serfiet/com.itsprojects.atkearney.cas3.gen2.Login>

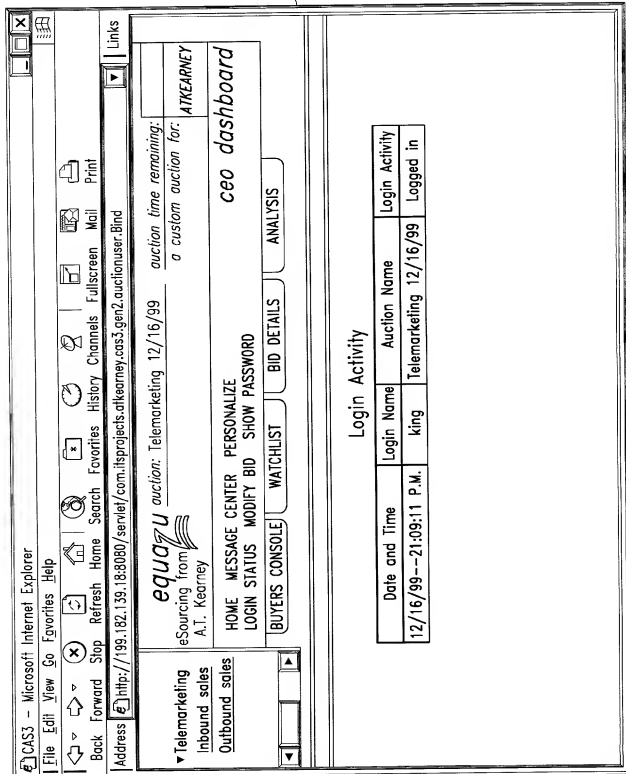
800 No 123

Send Auction Notice

Telemarketing			
Inbound sales			
Category	Sub Category	Price(Down)	Vol. Disc. ②
Supplier	Training(Down)	\$5M(Up) 0.00[%]	\$10M(Up) 0.00[%]
Girvan Co (Incumbent)	23.50	14.50	0.00
King Co	22.50	15.00	0.10
Outbound sales			
Category	Sub Category	Price(Down)	Vol. Disc. ②
Supplier	Training(Down)	\$5M(Up) 0.00[%]	\$10M(Up) 0.00[%]
Girvan Co (Incumbent)	23.50	14.50	0.00
King Co	22.50	15.00	0.10

Send Auction Notice

Master Maintenance
 Auction Setup
 Define Auction
 Define Category
 Define Suppliers
 Define Sub-category
 Define Parameter
 Define Constants
 Define Formulae
 Assign Sub-categories
 Assign Reports
 Generate Passwords
 Send Auction Notice
 Manage Auction



124

FIG. 23

CAS3 - Microsoft Internet Explorer
 File Edit View Go Favorites Help
 Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print
 Address <http://199.182.139.18:8080/serve1/com:itsprojects.atkearney.cas3.gen2.auctionuser.Bind> Links

▼ Telemarketing
 Inbound sales
 Outbound sales

equa
 eSourcing from
 A.T. Kearney

Home MESSAGE CENTER PERSONALIZE
 LOGIN STATUS MODIFY BID SHOW PASSWORD
 CEO DASHBOARD WATCHLIST BID DETAILS ANALYSIS

atkearney
 buyers console

atkearney auction: Telemarketing 3-12/16/99 auction time remaining: a custom auction for: **ATKEARNEY**

Category	Telemarketing
Start Time	12/16/1999 08:20 PM
End Time	12/16/1999 11:00 PM

Parameters of the SubCategory: Inbound sales

Mark to include	Parameter name	Formula
<input checked="" type="checkbox"/>	Price	
<input checked="" type="checkbox"/>	Training	Training*Training hours-inbound/Total hours-inbound
<input checked="" type="checkbox"/>	Vol. Disc. @ \$5M	(-Vol. Disc. @ \$5M*Price)
<input checked="" type="checkbox"/>	Vol. Disc. @ \$10M	(-Vol. Disc. @ \$10M*Price)

Save

125

FIG. 23A

Address: http://199.182.139.18:8080/seriel/com.jsprojects.atkearney.cos3.gen2.auctionuser.Bid																																																						
▼ Telemarketing Inbound sales Outbound sales				auction: Telemarketing 2-12/16/99 auction time remaining: a custom auction for:		ATKEARNEY		Links																																														
HOME MESSAGE CENTER PERSONALIZE LOGIN STATUS MODIFY BID SHOW PASSWORD		CEO DASHBOARD WATCHLIST BUYERS CONSOLE ANALYSIS		bid details																																																		
Category: Telemarketing Start Time: 12/16/1999 04:20 PM End Time: 12/16/1999 11:00 PM																																																						
<div>Export To Excel</div> <table border="1"> <thead> <tr> <th colspan="2">Sub Category</th> <th colspan="3">Inbound sales</th> <th colspan="3">Baseline</th> <th colspan="2">Total Cost</th> <th colspan="2">Quantity</th> </tr> <tr> <th>Price Supplier</th> <th>Training [\$/Hr]</th> <th>Vol. Disc. @ \$5M [%]</th> <th>Vol. Disc. @ \$10M [%]</th> <th>Total Cost [\$/Hr]</th> <th>Savings [\$/Hr]</th> <th>%</th> <th>Total Volume Cost [\$/Hr]</th> <th>Total Volume Savings [\$/Hr]</th> <th>Switching Cost [\$/Hr]</th> <th></th> </tr> </thead> <tbody> <tr> <td>Grivan Co </td> <td>23.50</td> <td>14.50</td> <td>0.00</td> <td>0.00</td> <td>23.69</td> <td>14.31</td> <td>60.38</td> <td>3,554,000.00</td> <td>2,146,000.00</td> <td>0.00</td> </tr> <tr> <td>King Co</td> <td>22.50</td> <td>15.00</td> <td>0.05</td> <td>0.10</td> <td>19.32</td> <td>18.68</td> <td>98.64</td> <td>2,898,750.00</td> <td>2,801,250.00</td> <td>5,000.00</td> </tr> </tbody> </table> <div>Export To Excel</div>										Sub Category		Inbound sales			Baseline			Total Cost		Quantity		Price Supplier	Training [\$/Hr]	Vol. Disc. @ \$5M [%]	Vol. Disc. @ \$10M [%]	Total Cost [\$/Hr]	Savings [\$/Hr]	%	Total Volume Cost [\$/Hr]	Total Volume Savings [\$/Hr]	Switching Cost [\$/Hr]		Grivan Co 	23.50	14.50	0.00	0.00	23.69	14.31	60.38	3,554,000.00	2,146,000.00	0.00	King Co	22.50	15.00	0.05	0.10	19.32	18.68	98.64	2,898,750.00	2,801,250.00	5,000.00
Sub Category		Inbound sales			Baseline			Total Cost		Quantity																																												
Price Supplier	Training [\$/Hr]	Vol. Disc. @ \$5M [%]	Vol. Disc. @ \$10M [%]	Total Cost [\$/Hr]	Savings [\$/Hr]	%	Total Volume Cost [\$/Hr]	Total Volume Savings [\$/Hr]	Switching Cost [\$/Hr]																																													
Grivan Co 	23.50	14.50	0.00	0.00	23.69	14.31	60.38	3,554,000.00	2,146,000.00	0.00																																												
King Co	22.50	15.00	0.05	0.10	19.32	18.68	98.64	2,898,750.00	2,801,250.00	5,000.00																																												

CAS3 - Microsoft Internet Explorer
 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://195.182.139.18:8080/serlet/com.it.projects.atkearney.cas3.gen2.auction/user.Bid> Links

equarzu auction: Telemarketing 2-12/16/99 auction time remaining: 00003:29:26
 eSourcing from a custom auction for:
 A.T. Kearney ATKEARNEY

HOME MESSAGE CENTER PERSONALIZE bid details

ANALYSIS

Place Some Bid for Category Telemarketing

Category Telemarketing

Start Time 12/16/1999 04:20 PM End Time 12/16/1999 11:00 PM

Sub-category	Parameters	Best Bid	Current Bid	Enter New Bid
Inbound sales	Price [\$ /Hr]	22.50	22.50	
	Training [\$ /Hr]	14.50	15.00	
	Vol. Disc @ \$5M [%]	0.05	0.05	
	Vol. Disc @ \$10M [%]	0.10	0.10	

Submit Reset

Sub-category	Parameters	Best Bid	Current Bid	Enter New Bid
Outbound sales	Price [\$ /Hr]	22.50	22.50	

128

FIG. 25A

Microsoft Internet Explorer
 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itprojects.atkearney.cas3.gen2.auctionuser.Bind> Links

▼ Telemarketing
 Inbound sales
 Outbound sales

equazu
 eSourcing from
 A.T. Kearney

00003:28:23
 auction: Telemarketing 2-12/16/99 auction time remaining:
 a custom auction for: **ATKEARNEY**

HOME MESSAGE CENTER PERSONALIZE *bid details*

ANALYSIS

Sub-category	Parameters	Best Bid	Current Bid	Enter New Bid
Outbound sales	Price \$/Hr	22.50	22.50	
	Training \$/Hr	14.50	15.00	
	Vol. Disc. @ \$5M [%]	0.05	0.05	
	Vol. Disc. @ \$10M [%]	0.10	0.10	

Submit Reset

Sub-category	Parameters	Best Bid	Current Bid	Enter New Bid
Outbound sales	Price \$/Hr	22.50	22.50	
	Training \$/Hr	14.50	15.00	
	Vol. Disc. @ \$5M [%]	0.05	0.05	
	Vol. Disc. @ \$10M [%]	0.10	0.10	

Submit Reset

130

FIG. 27

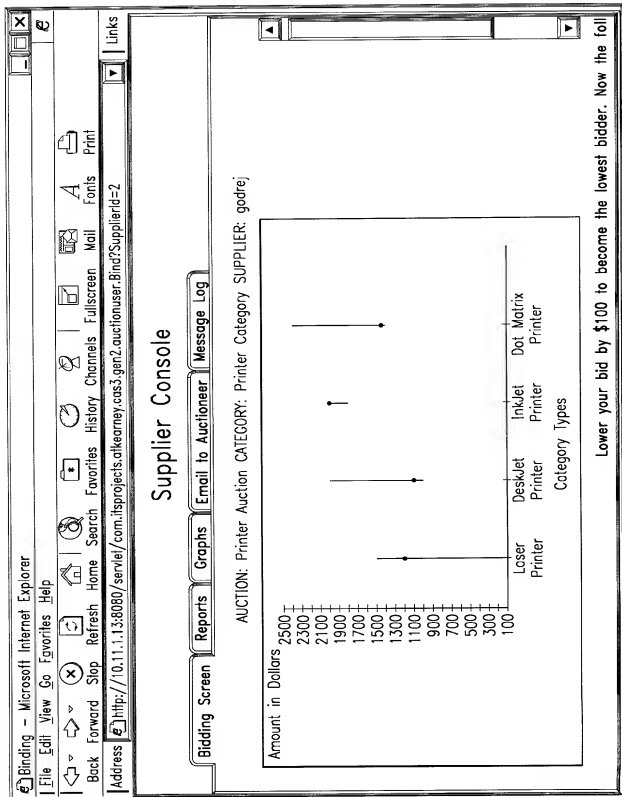


FIG. 28

FIG. 29

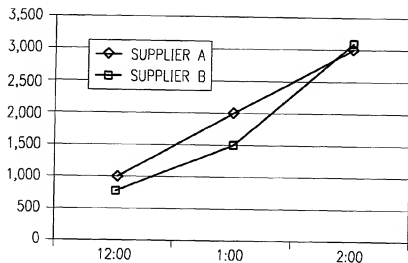


FIG. 30

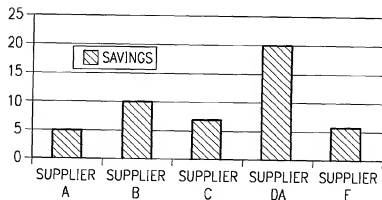
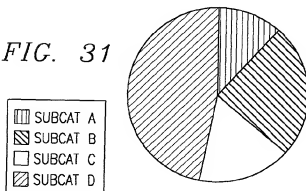


FIG. 31



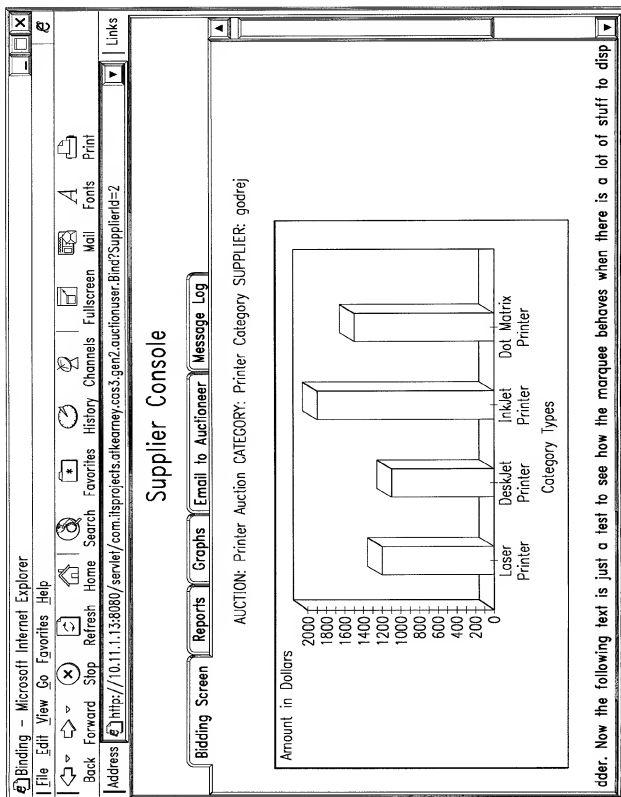


FIG. 32

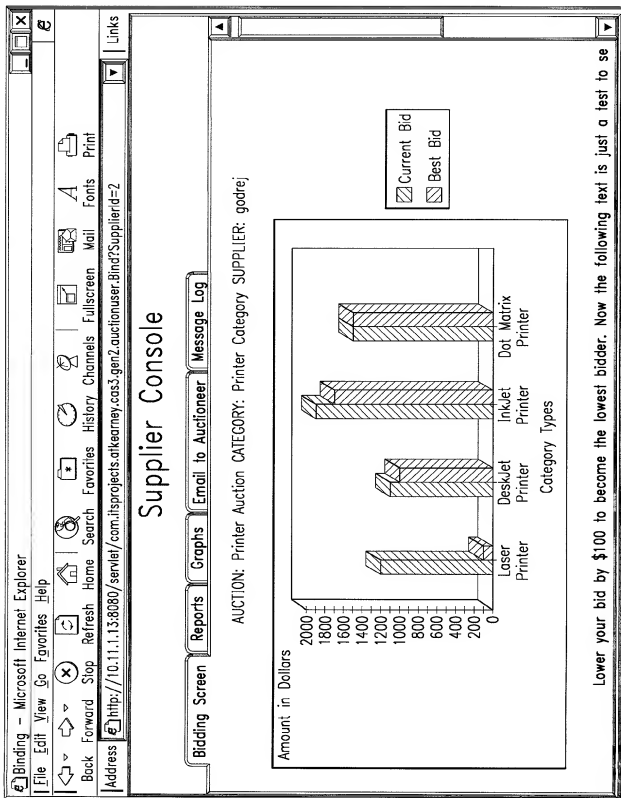


FIG. 33

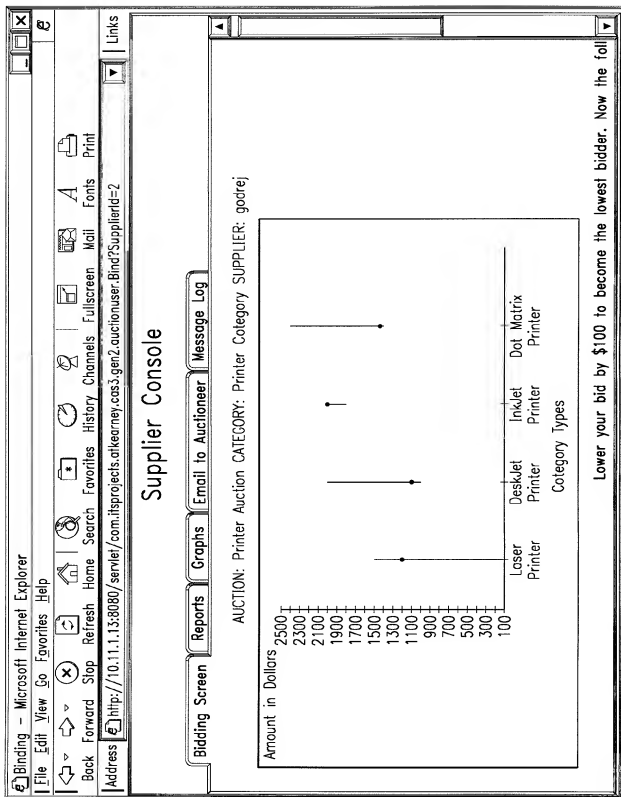


FIG. 34

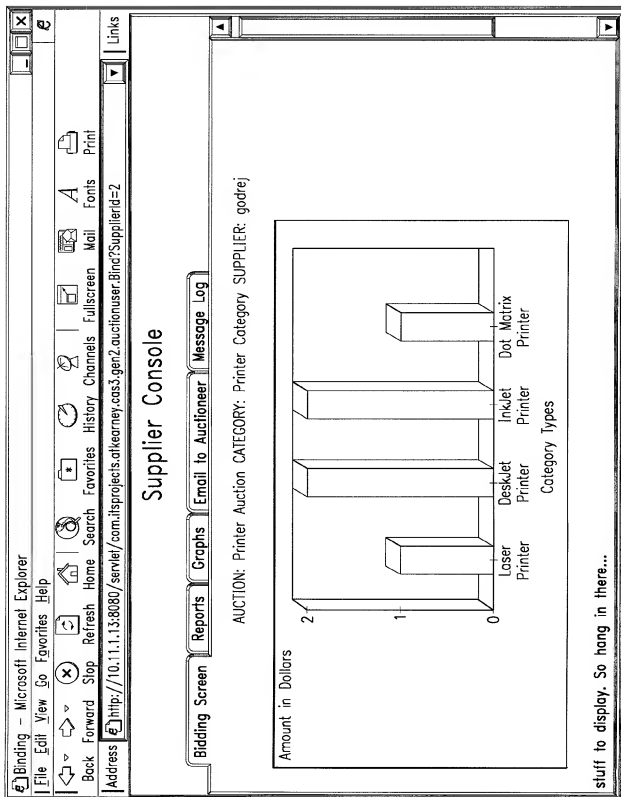


FIG. 35

